

# 1Q18 Results

## Investors and Analysts Briefing

10 May 2018



## 1Q18 HIGHLIGHTS:

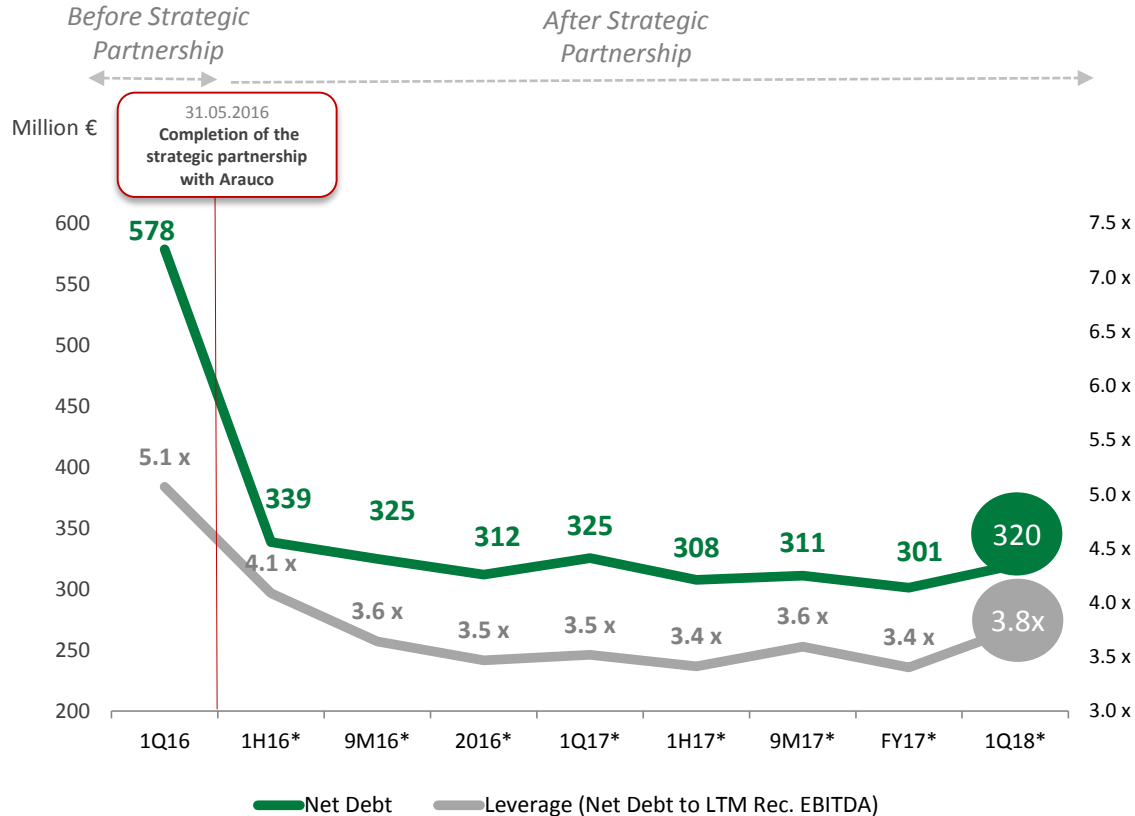
- Proportional Turnover<sup>(1)</sup> of circa 153M€
- LTM Proportional Turnover<sup>(1)</sup> of 619M€
- Proportional Recurrent EBITDA<sup>(1)</sup> of 18.7M€
- LTM Proportional Recurrent EBITDA<sup>(1)</sup> of 85.0M€, with 12.3% margin<sup>(1)</sup>
- Positive Net Results in the quarter reaching 3.8M€
- Proportional Net Debt<sup>(1)</sup> at 320M€, down by circa 6M€ vs. 1Q17
- Proportional Leverage<sup>(1)</sup> of 3.8x

## Financial Indicators

FINANCIAL INDICATORS (unaudited)	1Q17	1Q18
Proportional Turnover	164	153
Proportional Rec. EBITDA	22	19
Proportional Rec. EBITDA margin	13.6%	12.3%
Proportional LTM Turnover	645	619
Proportional LTM Rec. EBITDA	93	85
Proportional LTM Rec. EBITDA margin	14.4%	13.7%
<b>LEVERAGE</b>		
Proportional Net Debt	325	320
<b>Proportional Leverage (Net Debt / LTM Rec. EBITDA)</b>	<b>3.5 x</b>	<b>3.8 x</b>
<b>LOAN TO VALUE</b>		
Net Debt of Sonae Indústria	220	209
Asset Value <sup>2</sup>	510	454
<b>LTV (Net Debt of Sonae Indústria / Asset Value)</b>	<b>43%</b>	<b>46%</b>

(2): Calculated as described in the Glossary of Terms. This compares with a Consensus 'Asset Value' of EUR 522M based on the average of the sum of the parts valuation (as at year-end 2018) of Sonae Indústria assets carried out by two independent equity research houses.

### Net Debt and Leverage

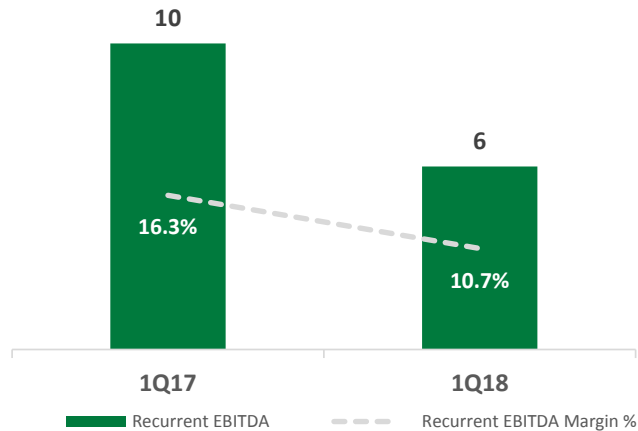


- Proportional Net Debt of 320M€ and a Proportional Leverage of 3.8x, at the end of 1Q18

# SONAE INDÚSTRIA

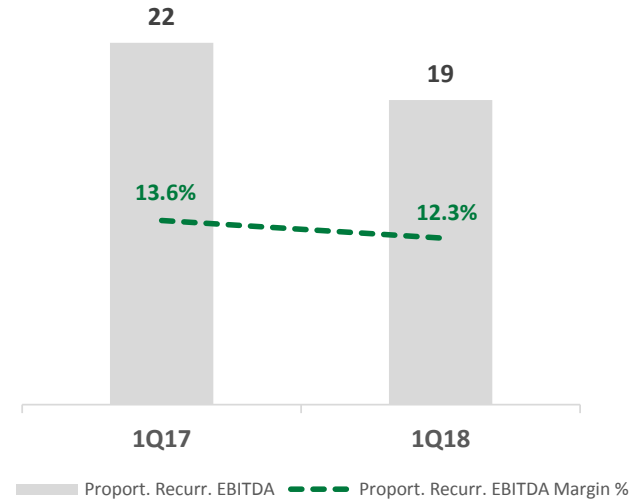
## Highlights of 1Q18 results

**Recurrent EBITDA** (Million €) and  
**Recurrent EBITDA margin** (%)



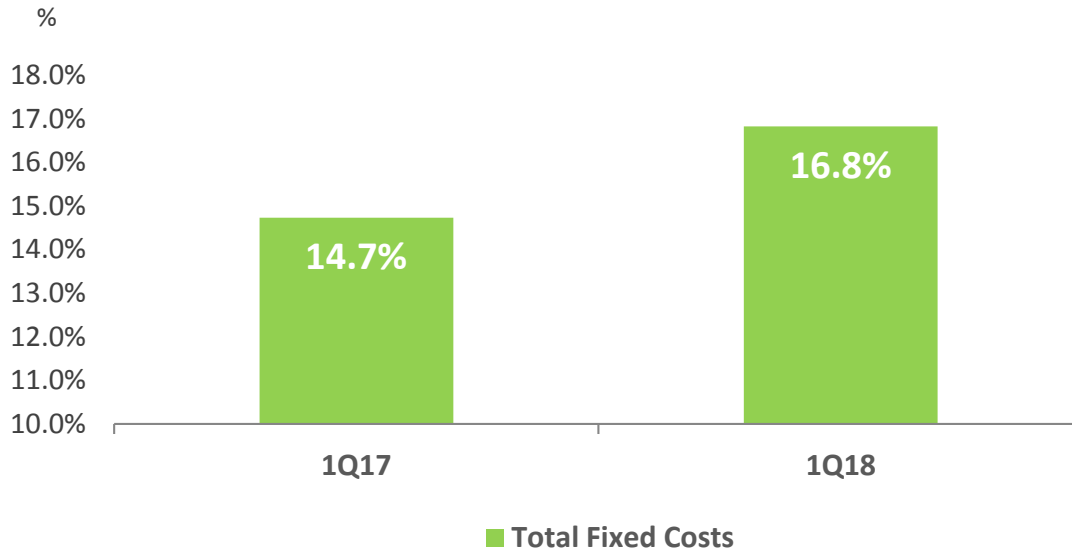
- Rec. EBITDA of circa 6M€ during 1Q18, 3.9M€ below 1Q17, with an implicit Recurrent EBITDA margin of circa 10.7%

**Proportional Rec. EBITDA** (million €) and  
**Proportional Rec. EBITDA margin** (%)



- Proportional Recurrent EBITDA of circa 19M€ during 1Q18, 3.5M€ below 1Q17. Recurrent EBITDA margin of circa 12.3%.

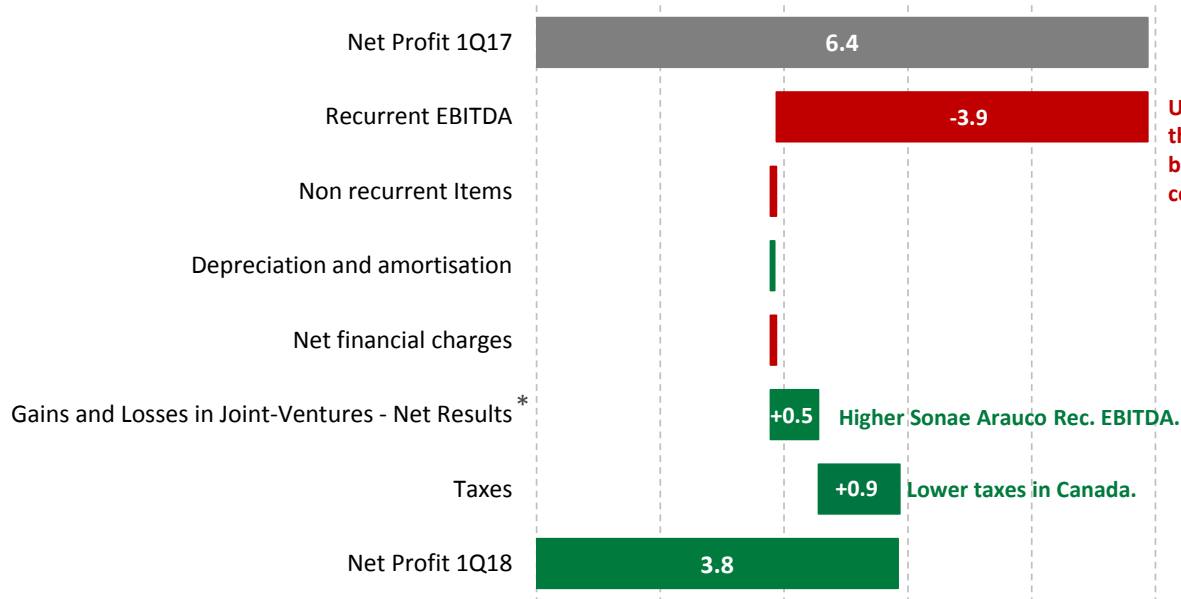
Fixed Costs in % of turnover



- **Fixed Costs as a % of Turnover increased circa 2.1 p.p. vs. 1Q17 (excluding positive one-off adjustments to accruals in 1Q17, the % would reach 17.3% in 1Q17).**

## Contributions to Net results

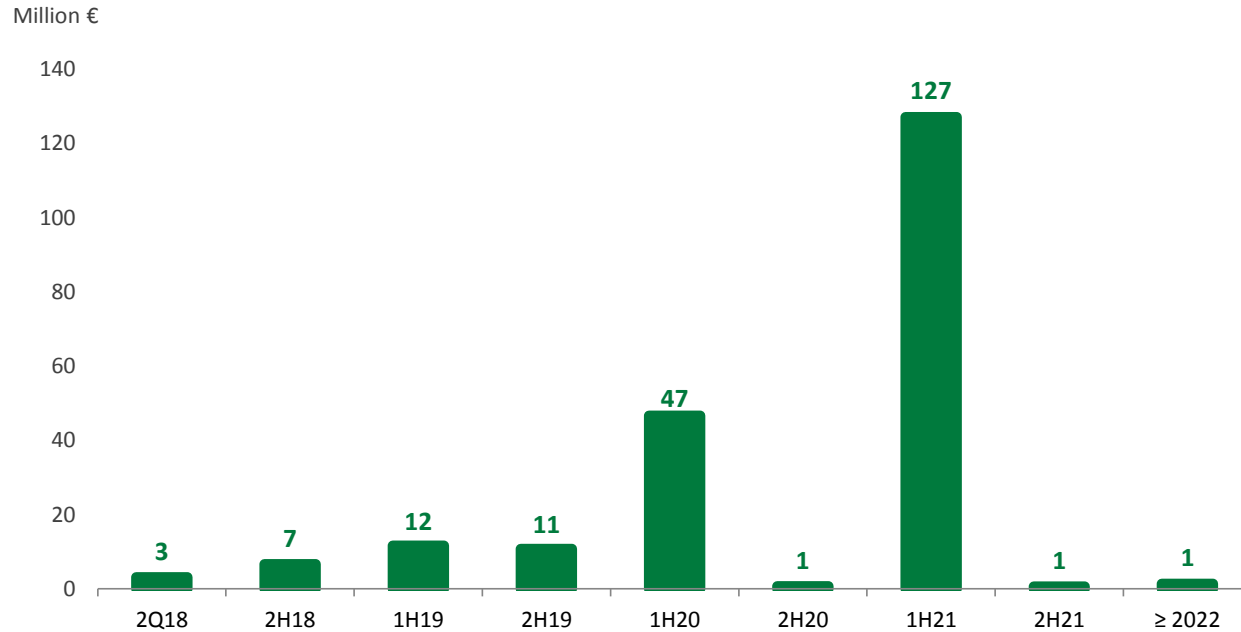
Million €



Unfavourable exchange rate evolution of the Canadian dollar vs. the EUR (negative impact on Turnover that was only partially offset by a reduction on variable costs in euros) and increase in fixed costs.

- **Net positive result of 3.8M€ in 1Q18**

Scheduled loan repayments<sup>(1)</sup>  
as of 31 March 2018





# SONAE INDÚSTRIA

## Glossary of Terms

Asset Value	Asset Value is calculated as follows: $[6.5 \times \text{LTM Recurrent EBITDA of fully consolidated business (100\%)] + [\text{market value of inactive sites real estate properties owned 100\% by Sonae Indústria}] + [50\% \times (6.5 \times \text{LTM Recurrent EBITDA of Sonae Arauco} - \text{Sonae Arauco Net Debt})]$
Loan to Value	$\text{Net Debt of Sonae Indústria} / \text{Asset Value}$
LTM	Last Twelve Months
Proportional Leverage (unaudited)	$\text{Proportional Net Debt} / \text{Proportional LTM Recurrent EBITDA}$
Proportional: Turnover, Recurrent EBITDA (unaudited)	Proportional Turnover and Proportional Recurrent EBITDA consider, in what regards to Turnover and Recurrent EBITDA, the full contribution of the wholly owned businesses and the proportional consolidation of the 50% contribution from Sonae Arauco. These indicators are proforma because they consider the proportional consolidation of Sonae Arauco companies since the 1st of January of 2015, not after the 31st of May of 2016 when the partnership was setup
Proportional Net Debt (unaudited)	Proportional Net Debt considers the full contribution of the Net Debt of the wholly owned businesses and the proportional consolidation of the 50% contribution from Sonae Arauco
Recurrent EBITDA margin	$\text{Recurrent EBITDA} / \text{Turnover}$

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